

Message Text

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SUBJECT: MARKET RESEARCH: ANNUAL MULTIPLE CONTRACTS

REF: A) USDOC 19144; B) TAIPEI 7452; C) HONG KONG 13468

1. TC WELCOMES AUTHORIZATION OF ANNUAL MULTIPLE CONTRACTS WITH CHINA CREDIT INFORMATION SERVICE (CCIS) AND MANAGEMENT CONSULTANTS (MCC). CONTRACT PREPARATION IS IN PROGRESS. TC WILL NOTIFY DOC WHEN CONTRACTS ARE SIGNED.

2. WHEN CONTRACTORS WERE FIRST INVITED TO BID ON COMPUTERS AND PERIPHERAL EQUIPMENT GMS, INSTRUCTIONS FOR SOLICITATION OF MULTIPLE CONTRACT BIDS HAD NOT YET BEEN CABLED. CONTRACTORS KNEW THAT THEY WERE BIDDING ONLY ON SUBJECT GMS. WHEN CABLED INSTRUCTIONS ARRIVED, TC ASKED FIRMS TO BID FOR MULTIPLE CONTRACTS WHICH WOULD INCLUDE SUBJECT GMS AS FIRST PROJECT. CONTRACTORS UNDERSTOOD THAT EACH FIRM WAS LIKELY TO WIN MULTIPLE CONTRACT, BUT ONLY ONE WOULD RECEIVE AWARD FOR SUBJECT GMS. RECIPIENT WOULD BE FIRM JUDGED MOST QUALIFIED TO CONDUCT STUDY. JUDGEMENT WOULD BE BASED ON COMPETITIVE FACTORS SUCH AS PRICE, INTERVIEWS,

AND STAFF'S FAMILIARITY WITH EQUIPMENT AS WELL AS WITH MARKET.

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3. REFTEL B SEPARATED AWARD OF MULTIPLE CONTRACTS FROM ASSIGNMENT

OF COMPUTERS GMS. IN PARA 4 OF REFTEL B, TC'S INTENTION WAS TO INCLUDE CCIS, MCC, AND PMM IN MULTIPLE CONTRACT ARRANGEMENTS ON RELATIVELY EQUAL BASIS. IN PARA 2, TC'S INTENTION WAS TO RECOMMEND, ON BASIS OF COMPETITIVE FACTORS MENTIONED ABOVE, FIRM MOST QUALIFIED TO CONDUCT COMPUTERS GMS. FROM STANDPOINT OF BID PRICE, INTERVIEWS, AND STAFF'S FAMILIARITY WITH INDUSTRY, EQUIPMENT, AND MARKET, MCC CLEARLY IS MOST QUALIFIED. EVEN IF MOBIUS, A HONG KONG FIRM, IS AWARDED 5-COUNTRY CONTRACT, THEREBY REDUCING PRICE OF TAIWAN STUDY TO MINIMUM US\$3,696 (SEE REFTEL C, PARA 2), MCC'S US\$2,880 PRICE IS STILL MORE COMPETITIVE. MCC, AN AMERICAN FIRM OPERATING IN ROC, IS CLEARLY MORE FAMILIAR WITH LOCAL MARKET THAN MOBIUS.

4. SINCE CONTRACTOR IS USUALLY CHOSEN ON BASIS OF COMPETITIVE QUALIFICATIONS, IT WOULD NOT BE APPROPRIATE TO FIRST NEGOTIATE LOWER PRICE WITH PMM AND THEN ASSIGN COMPUTERS GMS TO PMM. DOING SO ALTERS COMPETITIVE POSITIONS AMONG CONTRACTORS AFTER BIDS HAD BEEN SUBMITTED AND WOULD CERTAINLY DAMAGE GOOD WORKING RELATIONS TC ENJOYS WITH EACH CONTRACTOR.

5. TC RECOMMENDS THAT DOC FIRST ASSIGN PREPARATION OF COMPUTERS GMS TO MCC. ONCE GMS IS ASSIGNED, TC COULD THEN NEGOTIATE WITH PMM FOR LOWER PRICE FOR MULTIPLE CONTRACT, AND MAKE APPROPRIATE RECOMMENDATIONS TO DOC BEFORE CONTRACT IS PREPARED.
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